

The Chief Financial Officer will review the complaint and make a final determination as to the legitimacy of the protestor's complaint.

The Chief Financial Officer may recommend that the Purchasing Director reject all bids received and re-bid the requirement or support the decision of the Purchasing Director, or recommend in favor of the protestor.

All decisions made by the Chief Financial Officer are final.

CONTRACT EXECUTION

As soon as possible after District approval, a contract packet or Purchase Order will be prepared by the Purchasing Division.

The District resolution will clearly indicate if a contract or Purchase Order will be the purchasing document.

A written contract incorporating the terms and conditions of the Request for Bids will be prepared. The contract packet will not be submitted for signatures before a final review of the entire contract packet by the Law Department.

The contract packet will include the following documents:

1. Letter of Notification of Award (copy)
2. Bid Specifications (copy)
3. Certified Copy of Authorizing Resolution
4. Certificate of Adequate Revenues (original)
5. Bidder Qualification Forms (original)
6. DBE Forms (original)
7. AA Forms (original)
8. Bid Form (original)
9. Certificate of Insurance (original)
10. Performance Bond (original)
11. Contract (original)
12. Tax Exempt Certificate (original)

A second contract packet containing copies of all documents will be prepared for the vendor/contractor.

After signatures have been applied to the contract documents, the executed packet with the original documents will be filed in the CFO's Office. The vendor/contractor will receive the second executed contract. The Purchasing Division will maintain a copy of the contract in their files.

CONTRACT ADMINISTRATION

Attachment B – Page 1

After the execution of the basic contract, the Purchasing Director and the Project Manager (requisitioner/originator) shall assume joint responsibility to administer the contract through to its completion.

The responsibilities of the Project Manager are as follows:

1. Provides technical direction to the contractor.
2. Responds to correspondence from the contractor.
3. Reviews progress of work or service on a periodic basis.
4. Reviews invoice for accuracy and recommends approval for payment.
5. Processes change orders.
6. Attends progress meetings between District personnel and contractor.
7. Assures that the contractor performs the contracted work or provides the service as stated in the contract specifications.
8. Monitors the quality of the contractor's work or service.
9. Reports in writing and orally to the Purchasing Director of the status of the contract.
10. Performs contract closeout requirements.
11. Notifies the CFO to release bid or performance.

The responsibilities of the Purchasing Director are as follows:

1. Provides direction to the contractor on contractual matters.
2. Attends progress meetings, if necessary, between District staff and contractor.
3. Maintains master contract files.
4. Directs other purchasing staff to monitor technical aspects of contract.
5. Communicates with the Legal Department on legal problems in contract execution and contractor performance.
6. Assists Project Manager in closeout of contract.
7. Request the CFO to release bid and/or performance bond.

See arrows on page C-2 and C-3

11/15/01 12/28/01 Begin RFP review
concurrently with posting RFP review must be documented for
audit purposes. **Price is dominant
consideration.**

**“...The selection criteria is weighted with price as the dominant,
but not exclusive, factor...”**

Yr 5 eRate RFPs Lotus Notes

File Edit View Create Actions Help

Welcome Ilze K Lacis Quick E-Rate Ilze K Lacis - Inbox Ilze K Lacis (Arc) Yr 5 eRate RFPs X notes

Time/Menu Reply Forward Delete Folder Copy into Tools

Ilze K Lacis
10/22/01 05:52 PM
To: Mark Hogan/CMSD@CMSD, Peter A Robertson/CMSD@CMSD
cc: Anne Geary/CMSD@CMSD, Calvin D Kennedy/CMSD@CMSD
Subject: Yr 5 eRate RFPs

It is imperative we begin the eRate Year 5 process ASAP.

Timeframe for RFPs (the timeline below gives us a one-month, very tight "wiggle room"):

Start Date	Due Date	Proposed CMSD Action	Comments
10/29/01	11/09/01	Convene planning groups to develop RFP interests, include diverse CMSD staff, vendors (see below)	(1) Evaluate current capabilities, (2) Recommend areas/projects for which the District would like proposals/bids in the telecom, Internet Access, and Internal Connections categories.
11/05/01	11/12/01	Recommend projects/areas for RFPs	Evaluate recommendations to reflect CMSD vision, current and future needs/plans. The District MUST control the bidding process for project integrity.
11/05/01	11/15/01	Write and Post RFPs	
11/15/01	12/14/01	Maintain RFP Postings minimum of 28 days	Begin RFP review concurrently with posting
11/15/01	12/28/01	Begin RFP review concurrently with posting	RFP review must be documented for audit purposes. Price is dominant consideration.

3721 unread document(s) remaining

Start Exploring - FY 03-04 Budget CMSD TimeAccount Apr 2 Yr 5 eRate RFPs - Lo... http://traunfoss.fcc.gov/e... 2:32 PM

Calculator

Ilze K Lacis

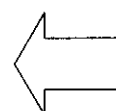
10/22/01 05:52 PM

To: Mark Hogan/CMSD@CMSD, Peter A
Robertson/CMSD@CMSD
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01/02/02	01/10/02	Secure and review vendor contracts	
01/15/02	01/15/02	Sign and send funding request Form(s) 471 to SLD	Final project funding request(s) submittal. <i>This is an APPROXIMATED date. It could be a few days earlier or a few days later. The final deadline for the window for 471 submittals has not been posted.</i>



Suggested Participants: District

ITSME	Frank DeTardo, Fred Weber, Lois Klamar
CAO	Myrna Elliott-Lewis
Regional Superintendent(s)	Lincoln Haughton
Professional Development	Sherry Ulery
Purchasing	Keith Miles
OREA	Peter Robertson
MIS	Mark Hogan
Special Education	Bob Hacking and/or Jocelyn Jeter
Others?	

Suggested Participants: Vendors

* The asterisk'ed vendors responded to last year's RFP postings. I do not have documentation regarding the extent of the consideration given their responses. However, I checked out their Web sites, and recommend we meet with Broadwing and the Dietrich Lockard Group. The latter (Dietrich Lockard) has networked the St. Louis public schools (108 school sites) and managed the sixth largest eRate funding for Year 3. Broadwing had sent an electronic Powerpoint presentation, which I can forward.

IBM	Broadwing*
-----	------------

SBC/Ameritech	Cingular
Avaya	CustomFit, Inc.*
AT&T	Dietrich Lockard Group*
Weblink Wireless*	Compaq

Background:

(1) The eRate window for submitting Form(s) 471 (i.e. funding requests) is from mid-November to mid-January, i.e. 11/15/01 – 01/15/02. *Dates are approximated, since the SLD has not notified the specific "window" for RFP posting and Form 471 submittals. However, the traditional time period is as noted above.*

(2) Prior to Form 471 we must post RFPs (Form 470) for proposed projects for a minimum of 28 days prior to signing a contract with any given vendor. The Form 470, posted on the SLD Web site, provides guidance to interested vendors how to contact the school district.

(3) A TOP PRIORITY of the SLD is PROGRAM INTEGRITY. The SLD has begun to audit entities receiving eRate funding. The RFP process, i.e. the timely posting of the Form(s) 470, is a critical element of the program. The District MUST control vendor bidding throughout the process. Vendors may supply expertise, information and data as the District may request, but the District must be the final decision-maker. The selection criteria is weighted with price as the dominant, but not exclusive, factor. To give us some time to reflect on the proposals, **we should post our RFPs by mid-November.**

I propose we convene an internal group to sketch out our "wish list"; then bring in vendors to help scope out the RFPs. Vendor(s) would be brought in judiciously. The SLD understands, and expects, that applicants use vendor expertise to formulate their "wish lists". The Form 470 in no way commits the district to any project whatsoever. The decision for funding requests is made on the 471 with the due date in mid-January (see below). We should set the first meeting ASAP.

Mark and Peter -- please comment ASAP.

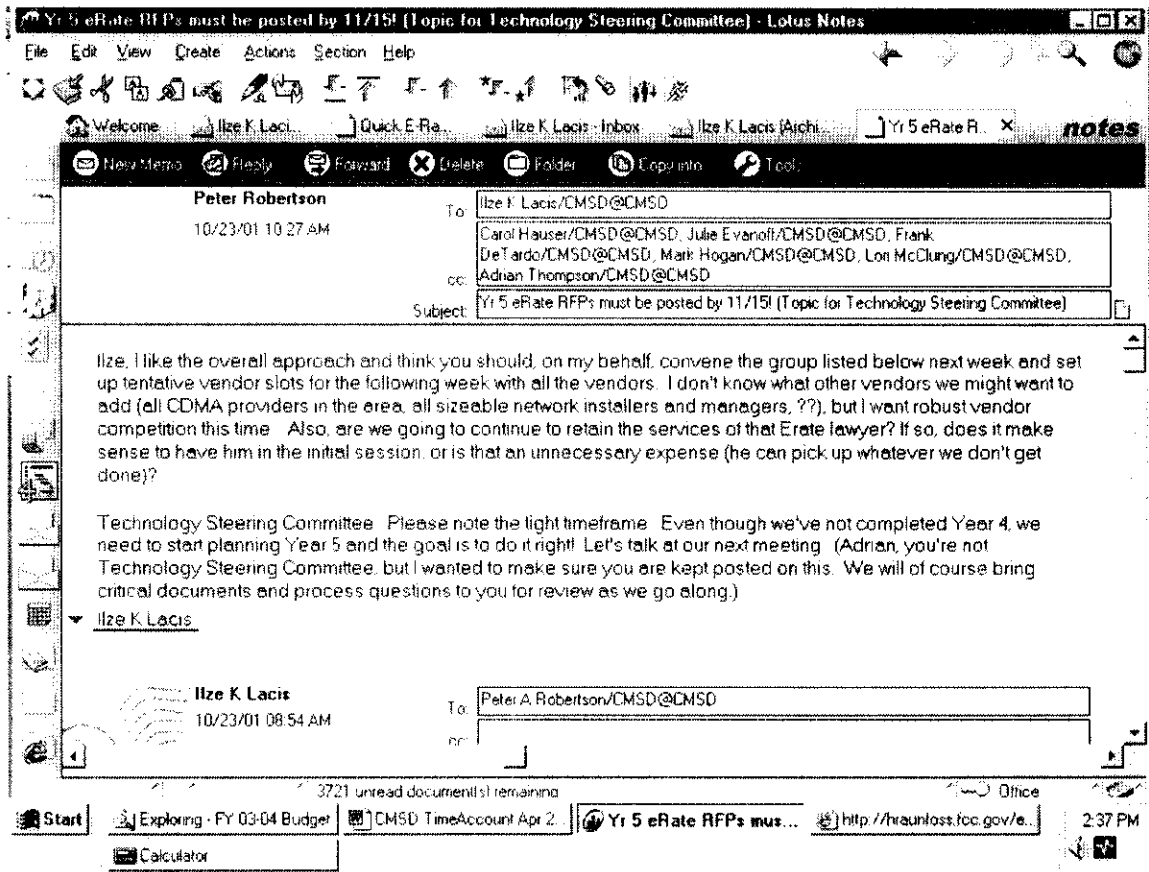
Regards, Ilze

Ilze Kalnina Lacis
Cleveland Municipal School District
Interim Manager, eRate Program
Tel: 216 432 6240
Fax: 216 431 4398
Pgr: 216 388 1303

See Attachment D – see page 2

“... and the goal is to do it right!”

“...Price is dominant consideration....”



Peter Robertson

10/23/01 10:27 AM

To: Ilze K Laci/CMSD@CMSD
cc: Carol Hauser/CMSD@CMSD, Julie Evanoff/CMSD@CMSD, Frank DeTardo/CMSD@CMSD, Mark Hogan/CMSD@CMSD, Lori McClung/CMSD@CMSD, Adrian Thompson/CMSD@CMSD
Subject: Yr 5 eRate RFPs must be posted by 11/15! (Topic for Technology Steering Committee)

Ilze, I like the overall approach and think you should, on my behalf, convene the group listed below next week and set up tentative vendor slots for the following week with all the vendors. I don't know what other vendors we might want to add (all CDMA providers in the area, all sizeable network installers and managers, ??), but I want robust vendor competition this time. Also, are we going to continue to retain the services of that Erate lawyer? If so, does it make sense to have him in the initial session, or is that an unnecessary expense (he can pick up whatever we don't get done)?

Technology Steering Committee: Please note the tight timeframe. Even though we've not completed Year 4, we need to start planning Year 5 and the goal is to do it right! Let's talk at our next meeting. (Adrian, you're not Technology Steering Committee, but I wanted to make sure you are kept posted on this. We will of course bring critical documents and process questions to you for review as we go along.)

Ilze K Lacis

10/23/01 08:54 AM

To: Peter A Robertson/CMSD@CMSD

cc:

Subject: RESENT - Yr 5 eRate RFPs

It is imperative we begin the eRate Year 5 process ASAP.

Timeframe for RFPs (the timeline below gives us a one-month, very tight "wiggle room"):

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Regional Superintendent(s)	Lincoln Haughton
Professional Development	Sherry Ulery
Purchasing	Keith Miles
OREA	Peter Robertson
MIS	Mark Hogan
Special Education	Bob Hacking and/or Jocelyn Jeter
Others?	

Suggested Participants: Vendors

* The asterisk'ed vendors responded to last year's RFP postings. I do not have documentation regarding the extent of the consideration given their responses. However, I checked out their Web sites, and recommend we meet with Broadwing and the Dietrich Lockard Group. The latter (Dietrich Lockard) has networked the St. Louis public schools (108 school sites) and managed the sixth largest eRate funding for Year 3. Broadwing had sent an electronic Powerpoint presentation, which I can forward.

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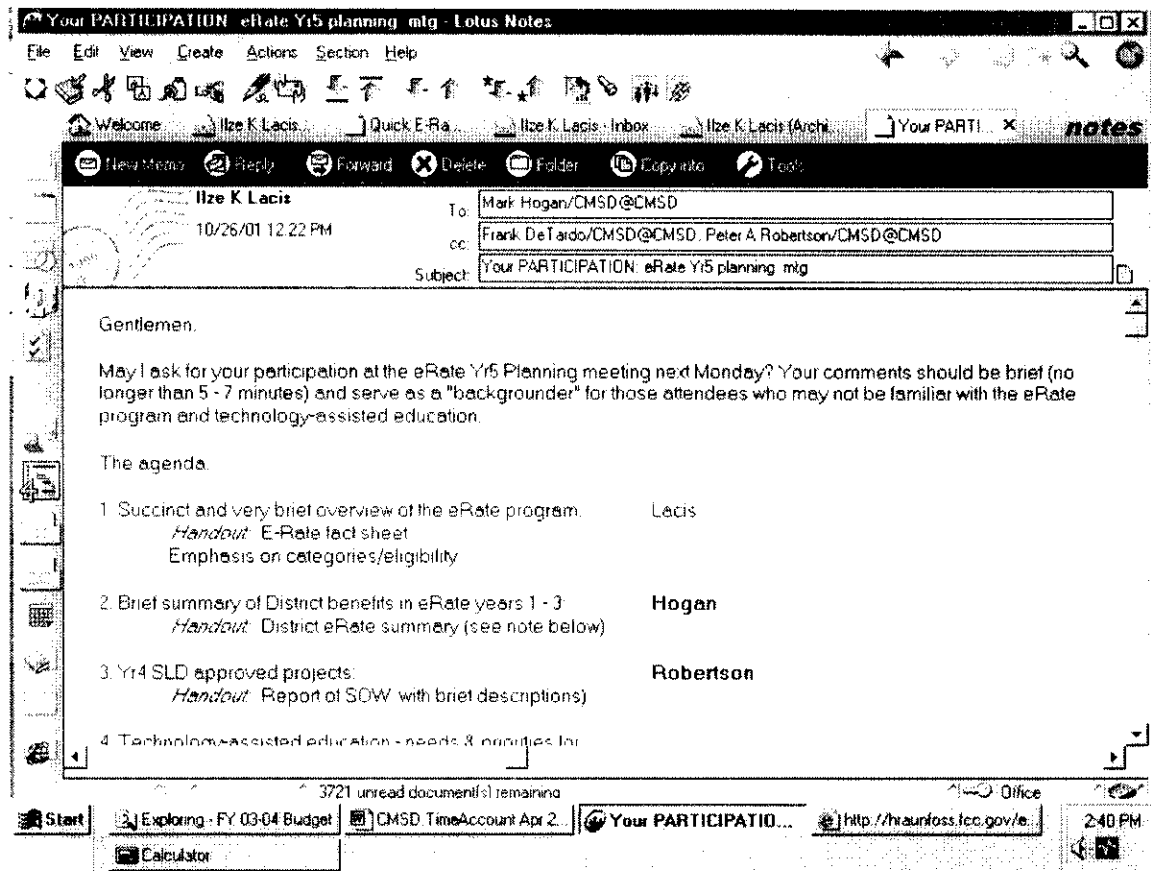
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Mark and Peter -- please comment ASAP.

Regards, Ilze

Ilze Kalnina Lacis
Cleveland Municipal School District
Interim Manager, eRate Program
Tel: 216 432 6240
Fax: 216 431 4398
Pgr: 216 388 1303



Ilze K Lacis

10/26/01 12:22 PM

To: Mark Hogan/CMSD@CMSD

cc: Frank DeTardo/CMSD@CMSD, Peter A. Robertson/CMSD@CMSD

Subject: Your PARTICIPATION: eRate Yr5 planning mtg

Gentlemen:

May I ask for your participation at the eRate Yr5 Planning meeting next Monday? Your comments should be brief (no longer than 5 - 7 minutes) and serve as a "backgrounder" for those attendees who may not be familiar with the eRate program and technology-assisted education.

The agenda:

1. Succinct and very brief overview of the eRate program:
Handout: E-Rate fact sheet

Lacis

Cost was included in the overview: as primary in the bid evaluation, and CMSD's financial responsibility.

Emphasis on categories/eligibility

2. Brief summary of District benefits in eRate years 1 - 3: **Hogan**
Handout: District eRate summary (see note below)
3. Yr4 SLD approved projects: **Robertson**
Handout: Report of SOW with brief descriptions)
4. Technology-assisted education - needs & priorities for
Yr 5/future to begin the brainstorming and discussion: **DeTardo**

Note: I will have a copy of the handouts by Monday morning for your review. (I need to leave at 12:30 today).

Mark: For the Yrs 1-3, I will have the schematics we used previously, compiled on one sheet (probably legal size) with total dollars, dollars paid by SLD, and dollars paid by CMSD, rounded off to the M or K mark. Your comments could probably stress the capabilities the infrastructure gives.

Peter: Year 4 will be a straightforward list/report with brief descriptions by eRate category.

Thank you! Ilze

PS -- Meeting responses have been coming back in this morning!

Ilze Kalnina Lacis
Cleveland Municipal School District
Manager, eRate Program
Tel: 216 432 6240
Fax: 216 431 4398
Pgr: 216 388 1303

Mark Hogan

10/26/01 09:02 AM

To: Ilze
cc: Fra
DeTardo/CMSD@CMSD, Peter A Robertson/CMSD@CMSD
Subject: Re:

Ilze,

I will make it a priority to attend the meeting whenever you schedule it. I will be there.
That being said, the Monday meeting time looks okay to me.

Thanks,

Mark

Mark J. Hogan
Interim Executive Director
Management Information Services
Cleveland Municipal School District
ph. 216.858.1254
fax 216.274.9113
http://www.cmsdnet.net
e-mail: mhogan@cmsdnet.net

Ilze K Lacis

10/25/2001 02:23 PM

To: Pete
Robertson/CMSD@CMSD, Mark Hogan/CMSD@CMSD
cc: Fran
DeTardo/CMSD@CMSD
Subject: eRat

Peter and Mark,

I need your advice: I am having difficulties pinning down an optimum time for our first meeting. It is very important that a truly representative decision-maker group be present for the initial discussion. Monday afternoon (10/29/01 - 2:30 - 4:30) appears to be a good time for most (per my inquiry telephone calls). I have reserved the Board Library. Peter and Mark -- how are your schedules? (Mark -- may apologies, I gave you a heads up on the Tuesday morning time, which needed to be changed.) On the other hand, later in the week may give a better turnout, but may slow down the process - and time is critical. Please give me feedback. I'd like to go ahead and issue the meeting invite for this coming Monday, so I can follow up with a 'phone call reminder prior to the meeting tomorrow and Monday morning.

(I need to leave by 4:00 p.m. today, but will be back later this evening to check my e-mails and, per your ok, send the e-mail invites)

Below is the proposed invitees list (internal and external), agenda, and handout listing. We can add participants to the smaller work groups, which I want to begin towards the end of next week.

Process:

Week of 10/29 District staff meet internally to brainstorm, discuss potential, possibilities, "wish lists"

Begin 11/01 Smaller "work" groups meet with individual vendor(s) regarding possible projects, i.e. more specific, focused discussion

11/12-14/01 Vendors provide assistance to compile/write specifications for projected RFPs.

District invitees

ITSME: Frank DeTardo, Fred Weber, Lois Klamar, Bill Bauer, Jonathan Evans, Glenn Popil

Regional Superintendents: One rep from superintendents' office (looks like Lincoln Haughton or Elaine Davis; Dick Larrabee is not available that day)

Purchasing – Keith Miles

OREA: Peter Robertson, Jason Lucas? Paulette Poncelet?

MIS: Mark Hogan, Anne Geary, Cal Kennedy, Ilze Lacis

Special Education: Joycelyn Jeter, Bob Hacking, Hank Long

Academic Affairs? – Multilingual?, Curriculum??

Health and Human Services: James Wingo, Marianne Lax

External invitees (Mark is inviting and I will follow up with reminder):

Barry Doggett – Cleveland Tomorrow

Deborah Howard – Cleveland Education Fund

Representative – Cleveland Scholarship Program

?Federation for Community Planning?

Agenda

1. Extremely succinct background of eRate program in general
2. Very brief overview of eRate funded District implementation to date
3. Brainstorming/discussion regarding potential needs and possibilities

Handouts

District Vision statement

E-Rate fact sheet (general)

E-Rate fact sheet (District - previous three years; total \$, schematic of infrastructure to date)

Yr 4 approved (but not yet committed) projects (i.e. Scope of Work, brief description, tied to Vision item(s))

Thank you!
Ilze

Ilze Kalnina Lacis
Cleveland Municipal School District
Interim Manager, eRate Program
Tel: 216 432 6240
Fax: 216 431 4398
Pgr: 216 388 1303

Management Information Services
4966 Woodland Avenue, Cleveland, Ohio 44104 • 216-426-3910 • Fax 216-431-4398 • www.cmsdnet.net
eRate Program
December 12, 2001

Year 5 eRate Status To-Date

Stage 1/ October 15 – November 9: Plan and Brainstorm

The initial steps to develop eRate Year 5 (07/01/2002 – 06/30/2002) encompassed two broadbased-brainstorming and planning sessions on October 29 (cross-departmental District decision-makers) and November 7 (external participants from key academic/university, educational and civic non-profit institutions and organizations). The sessions were also used to introduce, explain and provide pertinent information about the District's participation in the eRate program and the benefits the District has received thus far. A cross-departmental working relationship was established with ITSME and the Purchasing Division.

Stage 2/ November 12 –December 7: Develop/Write/Post Requests for Proposal

Particular attention was given to full and complete compliance with District, State and FCC/eRate rules and regulations for a strong and open bidding process. A total of 19 requests for proposal have been posted on the District Web site, and submitted to the Schools and Libraries Division on the requisite Forms 470.

*Primacy of cos
and District
financial
responsibility
emphasized.*

Stage 3/ December 12: Vendors' Conference

A very successful Vendor Conference on Wednesday, December 12, 2001 capped the initial planning and RFP posting for Year 5 (07/01/2002- 06/30/2003) eRate funding projects.

Conceived in response to vendor queries about the posted RFPs, the vendor conference was organized to answer vendor questions in a fair, equitable and open forum. A total of 29 different companies were represented with a total of 65 persons attending the three two-hour block sessions for Telecommunications, Internal Connections and Internet Access, and Web-based project RFP groupings.

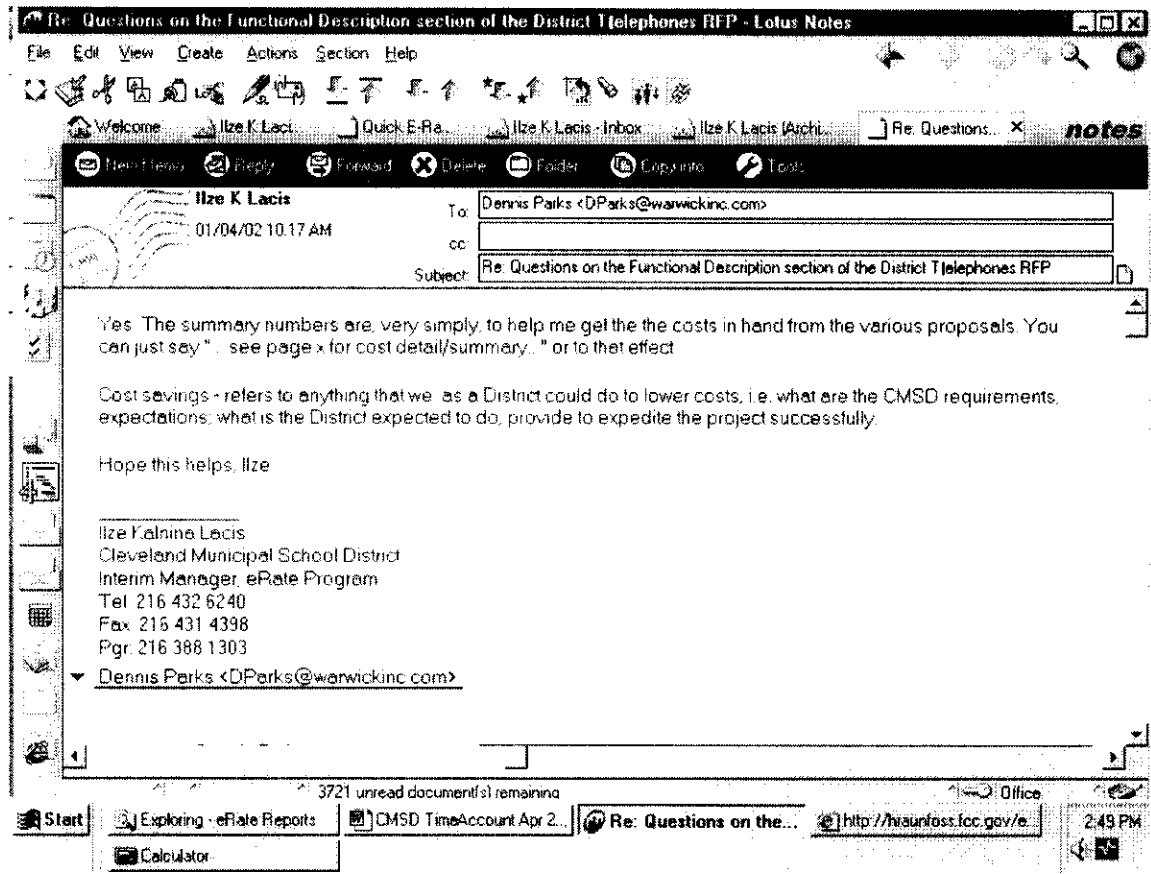
Vendors responded positively, asking many questions, to which written responses will be provided by Friday, December 14th, including pertinent schematic drawings for one average school each in the elementary, middle and high schools to provide vendors with substantive data on which to base their proposals.

Next Steps:

12/14 – 12/21/2001	Select and secure participants for the Proposal Evaluation Committee.
12/14 – 12/21/2001	Establish evaluation criteria and develop evaluation process.
12/26 – 07/2002	Evaluate submitted proposals.
01/03 – 01/11/2002	Invite selected vendors for detailed proposal presentations and contract discussions.
01/07 – 01/11/2002	Select proposals to be submitted for eRate funding.
01/08 – 01/15/2002	Submit requisite eRate forms with necessary supporting documentation for selected projects for Year 5.

See arrow below on page 1

**“...Cost savings - refers to anything that we, as a District
could do to lower costs...”**



Ilze K Lacis

01/04/02 10:17
AM

To: Dennis Parks <DParks@warwickinc.com>
cc:

Subject: Re: Questions on the Functional Description section of the
District Telephones RFP

Yes. The summary numbers are, very simply, to help me get the the costs in hand from the various proposals. You can just say "... see page x for cost detail/summary..." or to that effect.

Cost savings – refers to anything that we, as a District could do to lower costs, i.e. what are the CMSD requirements, expectations; what is the District expected to do, provide to expedite the project successfully.

Hope this helps, Ilze

Ilze Kalnina Lacis
Cleveland Municipal School District
Interim Manager, eRate Program
Tel: 216 432 6240
Fax: 216 431 4398
Pgr: 216 388 1303

Attachment G – page 2

**Dennis
Parks
<DParks
@warwick
inc.com>**

To: "LacisIl@cmsdnet.net" <LacisIl@cmsdnet.net>
cc:
Subject: Questions on the Functional Description section of the District
Telephones RFP

01/03/02
03:49 PM

Hi Ilze,

I am writing about two sections in the Functional Description of the District Telephone RFP

One Section says:

Price/Costs

Service Items Summary/per month -----

Service items Summary/per month -----

What goes in these sections? Do you want the total cost of the whole district telephone system in the first item. If so, what goes in the second? Most of our pricing will be listed in a spreadsheet format. Can we fill that out and leave these service line items blank?

Secondly,

In the Cost Savings Section, what cost savings are you looking for? Could you give me a little more detail as to what you want in this section.

Thanks you once again for all of your help!!

Thanks,

Dennis Parks

Warwick Communications, Inc.

Direct: (216) 830-8508

Fax: (216) 830-8512

www.warwickinc.com

R F P#	RFP Name	Vendor	Details re cost	Full Cost/Yr	CMSD/Yr	Issues	Comments
		AllTel	500 min/mo for 150 cells=\$5400.00/mo; plan at \$69.95/mo x150 cells=\$10,492.50x12 mos=\$125,910.00	\$64,800 to \$125,910 depending on plan	\$6,480 or \$12,591		Additional charges for long distance, extended long dist, roaming charges; probably would come to similar cost as current provider. The \$69.95 plan includes long distance charges and other benefits.
1	Cellular Service	Cingular	500 min/\$4.99/mo/cell			Pricing in proposal is based on Cingular to Cingular minutes only; no pricing for a total "package" per cellular.	Diverse monthly rates
		Sprint	600 pooled min @\$49.99/cell; 200 phones	\$67,200.00	\$6,720.00	Many complaints, poor reception; current vendor	Current contract; total cost including inelig = \$120,00.00; Elig only = \$67,200.00; full district cost for inelig = \$57,800 (+6,720) =\$59,520
2	Internet Access	IBM					N/A - no funding request
3	Long Distanc e	Qwest					\$.042/minute; State Term pricing / rates per minute
		Teletronics					\$.055/minute
4	Paging Service	Arch Wireless	\$29.95/unit/month				Current vendor
		Ameritech					Need to purchase paging units @\$115 up front charges (inelig eRate cost) x 200=\$23K.
5	Tech Support	Ameritech		\$9,870,740.00	\$987,074.00	Have not sent in the promised detail for the SOW.	
		ComWeb		\$606,225.00	\$60,622.50		ONLY for ComWeb installations

R F P#	RFP Name	Vendor	Details re cost	Full Cost/Yr	CMSD/Yr	Issues	Comments
				\$8,102,400.00	\$810,240.00		
		IBM				Note the two prices; taken together = ~\$16M	
				\$8,263,224.00	\$826,322.40		Approx \$2M less than last year.
7		Ross-Tek		\$274,992.00	\$27,499.20		
	Internet Knowle dge Mgmt & Comm' n	ComWeb		\$250,000.00	\$25,000.00		Site license for entire school district for up to 100 teachers and 5000 students per Web server; or \$3,750,000 for 77,000 students.
		IBM		\$17,324,054.00	\$1,732,405. 40		
		WWIZ-TV		\$5,821,804.00	\$582,180.40		One of three RFPs in a package cost
8	Web- based E-mail	Apple Profession al Services		\$614,799.00	\$61,479.90		System HW/Software Support=\$67,521; Prof'l Serv=\$457,299
		eChalk		\$943,000.00	\$94,300.00		Subsequent annual total cost=\$687,000
		eChalk				Service; we would not own any equipment; has e-mail and Web development; in many schools now; have track record	
		Fathom Interactive Solutions		\$15,200.00	\$1,520.00	Has a stellar reputation.	\$.38 per account w/minimum of 40,000 (= \$15,200)
		Gaggle, Inc.		\$55,860.00	\$5,586.00		Basic Subscription Service; Premium Service = \$209,916 per year.

<i>R F P#</i>	<i>RFP Name</i>	<i>Vendor</i>	<i>Details re cost</i>	<i>Full Cost/Yr</i>	<i>CMSD/Yr</i>	<i>Issues</i>	<i>Comments</i>
9	Web Page Develo pment	Gaggle, Inc.		\$209,916.00	\$20,991.60		Gaggle is used in two District schools: Marion Selzter and Patrick Henry.
		IBM		\$6,846,662.00	\$684,666.20		First month= \$3,635,652 for server upgrade, software tools, services.
		Meritage/o ption 1		\$2,231,045.00	\$223,104.50	Notes/Dominos platform	For 82,500 end-users
		Meritage/o ption 2		\$184,217.00	\$18,421.70	Notes/Dominos platform	For 5500 end-users
		Netforce Developme nt Inc		\$430,800.00	\$43,080.00	Uses logic of classroom instruction as primary guide; easy teacher navigation; strong control of student content; Access to broad content available; modifications would be needed; has SW issues re eRate	Includes initial costs to own servers (\$112K); monthly cos\$33,284; yearly maintenance=\$15,7K
		WWIZ-TV		\$916,710.00	\$91,671.00		One of three RFPs in a package cost
		ComWeb		\$250,000.00	\$25,000.00		Site license for entire school district for up to 100 teachers and 5000 students per Web server
		Fathom Interactive Solutions		\$493,660.00	\$49,366.00		Service/month=\$8500; HW/SW items /month=\$137,661
		IBM		\$11,950,881.00	\$1,195,088. 10		First month=\$5,224,557 (server upgr, software tools, services; months 2-12 services=\$611,484
		Netforce Developme nt Inc		\$1,077,875.00	\$107,787.50		For 5500 teachers/en-users
		WWIZ-TV		\$5,285,554.00	\$528,555.40		One of three RFPs in a package cost

**Cleveland Municipal
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R F P#	RFP Name	Vendor	Details re cost	Full Cost/Yr	CMSD/Yr	Issues	Comments
	Combin ed	WWIZ-v2		\$7,252,304.00	\$725,230.40		
10	Digital Wireles s Broadc ast Networ k	WWIZ-TV		\$2,725,000.00	\$272,500.00	Should District be the guinea pig when there are many other unresolved educational/technology issues? Untried technology world-wide; 3G technology not begun yet in Europe or Japan; will begin in next 6 months; Europe/Japan currently using 2G; some 2.5 G will start in US soon.	
		Allied Cable					Costs are noted per foot/per man-hour
		Allied Cable Corp.					Response is broad, but company can "... narrow down the scope of work (to be a) ... sharp pencil quote."
11	Fiber Optic Cabling	IBM		\$43,320.00	\$4,332.00		The \$3610.00 cost is per bldg/month (x 12mos. X 130 sites) = \$5.6M; Yrs2-3=\$1705 per bldg/month
		IBM		\$6,108,120.00	\$610,812.00		Yr1=\$3610/bldg/mo; Yr2=\$1705/bldg/mo=\$2.8M (=CMSD@10% \$288K/per yr
12	Bandwi dth Networ k	Ameritech		\$366,240.00	\$36,624.00		
		Ameritech		\$820,982.00	\$82,098.20		T-1 line to each instructional site.
13	Upgrad e	IBM		\$582,754.15	\$58,275.42		
14	Measur	Ameritech		\$55,452.00	\$5,545.20		\$4621/month

R F P#	RFP Name	Vendor	Details re cost	Full Cost/Yr	CMSD/Yr	Issues	Comments
	ed Telepho ne Lines	Warwick Communic ations, Inc.		\$72,624.00	\$7,262.40		Costs vary if lines are rolled into a Centrex and/or uses an ISDN line; <i>Monthly cost estimated by eRate office based on 200 lines</i>
		XO Communic ations		\$51,000.00	\$5,100.00		\$21.25/line/month (all quotes based on 200 lines)
		Ameritech		\$1,843,481.00	\$184,348.10		
		Apple Profession al Services		\$452,400.00	\$45,240.00		\$4K=128 school sites; or \$4000 per building cost.
15	Wireles s LAN	IBM		\$6,639,402.00	\$663,940.20		Small school @ \$38K ea; middle sch @ \$49K ea; large sch @ \$60K ea.
		Smart Solutions		\$1,362,647.34	\$136,264.73	Do they have a full grasp of what's involved, particularly w/long view?	
		Wireless Information Networks, Inc		\$13,952,474.00	\$1,395,247. 40		82 elem sch@\$98K ea; 29 middle sch @ \$123K ea.; \$12 high sch @ \$167K ea. (pricing includes 13 admin sites)
16	Distanc e Learnin g Service	Ameritech		\$31,583,331.96	\$3,158,333. 20	We have not used the service from Yr4 as yet. Also, securing District cost of service is significant. Is it worth it? We would own equipment (under Internal Connections); but don't have the video project done yet - how will this interact with the video, etc?	Cost equals that of Yr4 approved service.
		IBM		\$9,798,500.00	\$979,850.00		

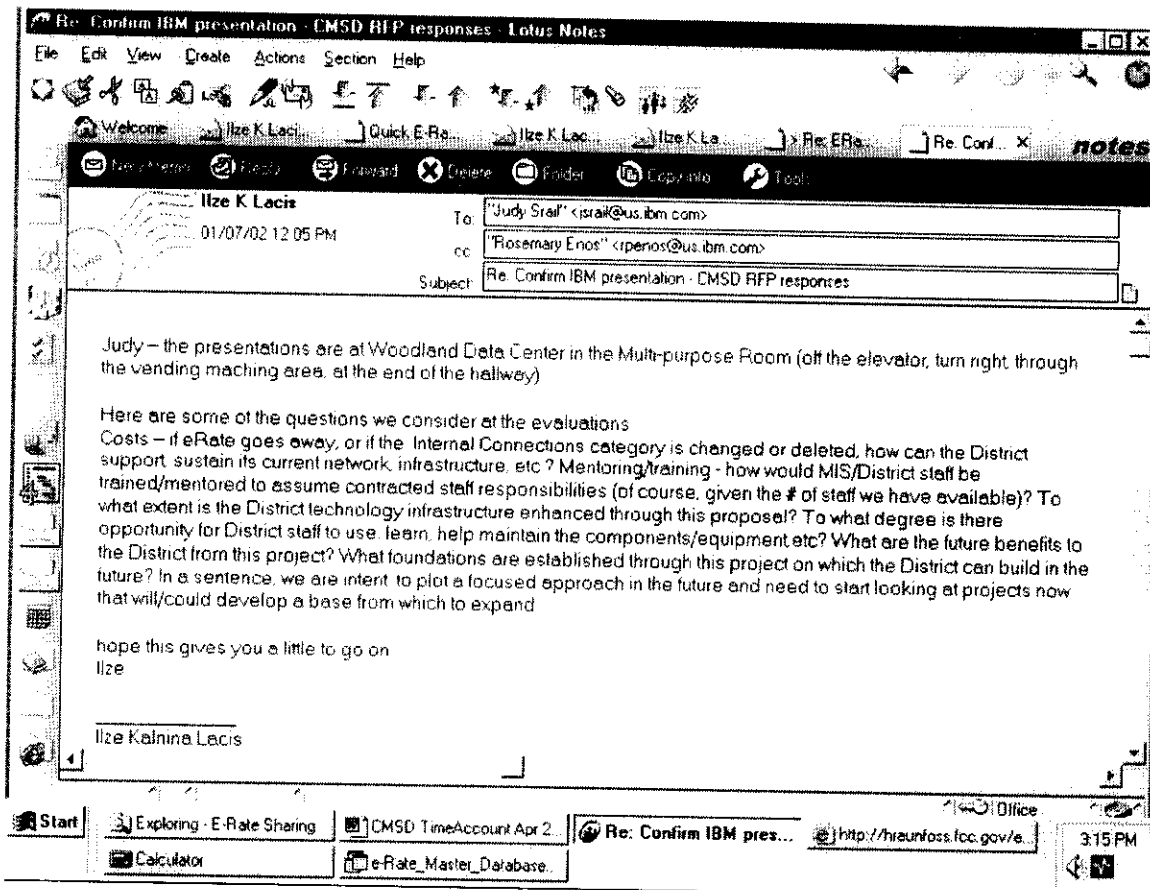
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R F P#	RFP Name	Vendor	Details re cost	Full Cost/Yr	CMSD/Yr	Issues	Comments
		Allied Cable	\$38/man-hr; 3- Cat5E/1- coax=\$550ea or 2- Cat5E/2-fiber optic=\$550ea				Can be costed out by foot; proposal notes cost savings per existing conduits, existing racks, etc on TBD basis; difficult to note total cost re all needed materials; room survey re needs, etc. Diverse price per Cat3/Cat5 - from Demarc to I/MDFs.
17	Internal Wiring	Ameritech					
		IBM	Materials=\$1.3M; Coax extensions=\$5.0M (face plates, couplers, other); 3Cat5=\$1,517.00; 2Cat5=\$1751	\$6,731,410.00	\$673,141.00		Includes surveys, costs out media ctrs/labs, classrms, includes all materials
18	eLearn ing Capabil ities	ComWeb		\$14,500.00	\$1,450.00		Cost is per one classroom
		Ameritech		\$1,942,556.60	\$194,255.66		
		Clarktel		\$120,242.28	\$12,024.23		
		Laketec		\$1,232,804.67	\$123,280.47		
		Mitel					Difficult to calculate total sum, since prices are itemized by student and per port; maintenance cost is \$275K.
19	District Telepho nes	Sprint					Difficult to calculate total sum, since prices are itemized.
		Teletronics		\$1,793,017.00	\$179,301.70		
		Warwick Communic ations		\$1,326,076.00	\$132,607.60		Labor & materials only; excludes PBX consoles, which may be eligible; excludes analog and/or digital phone set costs.

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20	Gigabit Etherne t Metrop olitan Area Networ k	Ameritech		\$509,600.00	\$50,960.00		
21	Multi- point Confere ncing Service Equipm ent	Ameritech		\$500,000.00	\$50,000.00		
22	Fiber	IBM		\$1,196,060.00	\$119,606.00		
23	IVR	No responses					

See arrow on page 2:

**“ ... Here are some of the questions we consider at the evaluations:
Costs...”**



Ilze K Lacis

01/07/02 12:05 PM

To: "Judy Srail" <jsrail@us.ibm.com>

cc: "Rosemary Enos" <rpenos@us.ibm.com>

Subject: Re: Confirm IBM presentation - CMSD RFP responses

Judy -- the presentations are at Woodland Data Center in the Multi-purpose Room (off the elevator, turn right, through the vending machine area, at the end of the hallway).

Here are some of the questions we consider at the evaluations: